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Automotive News

Detroit, August 24, 1981

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Dealers for 13 makes post first-half gains

Import sales averages up

By Kathleen Hamilton
News Editor

Import-car dealers generally sold more autos apiece in the first half of 1981 than they did in the first six months of 1980.

Computations by AUTOMOTIVE NEWS showed 13 of the major importers improving their average sales per dealer in 1981—including six which set alltime records — while only seven major imports saw increases in average sales per dealer.

The biggest improvements were logged by Mazda dealers, who averaged 25 more sales in the first half of 1981 than they did in the first half of 1980, and Volvo dealers, who improved their average sales by 24. Volvo's average of 92 sales per dealer topped its old record, set in 1979, by 17.

Both Mazda and Volvo maintained stable dealer networks during the periods, so the gains are not attributable to steady sales in a shrinking dealer network.

Biggest loss in sales per dealer was recorded by Datsun, whose dealers averaged 34 fewer sales than in the first six months of 1980. Meanwhile, the year-to-year gain in Datsun's dealer network was just over one percent.

• Besides Volvo, five other imports set records in sales per dealer. Toyota's average of 300 is up five sales per dealer from the 1980 record and is the highest average for any import or domestic make in the 23 years AUTOMOTIVE NEWS has been computing first-half figures.

Subaru's record of 103 is 7 sales more than the old record set in 1979. Mercedes-Benz's new record of 80 average sales is 10 higher than the 1979 high.

BMW's new record of 55 average sales topped the old record of 49 which was set in 1977 and repeated in 1979 and 1980. Peugeot's average of 25 is up 2 sales from the former high set in 1979.

Other imports which bettered their 1980 first-half averages were Honda, up 11; Audi, up 9; Triumph, up 5; Saab, up 3; Jaguar, up 3, and Porsche, up 1.

The newly launched Isuzu averaged an estimated 44 sales per dealer in the first half of 1981.

Chrysler Corp. dealers averaged fewer sales of the captive

Continued on Page 34, Col. 4

SALES PER OUTLET
Total U. S. Market

First 6 mos., 1981	Make	First 6 mos., 1980
1—300	Toyota	295— 1
2—262	Honda	251— 3
3—225	Datsun	2[illegible] — 2
4—140	Oldsmobile	127 — 6
5—137	Chevrolet	159— 4
6—127	Volkswagen*	138— 5
7—126	Buick	116— 7
8—123	Mazda	98—10
9—107	Ford	107— 8
10—103	Subaru	95—**

* Includes U. S.-built Rabbits
** Did not make top 10 in 1980

A Pontiac pair

'82 Firebird and 6000 due in January

New-from-the-ground-up Pontiac Firebird, above, is due to hit dealer showrooms Jan. 14. It will be available with a four, a V-6 or a V-8 and will retain rear drive. The front-wheel-drive Pontiac 6000, due at the same time, is a new intermediate. A four will be standard, with V-6 diesel and 2.8 or 3.0 liter V-6 gas engines as options.

44-day supply is riddled with shortages

Import inventory slashed to bone

By Richard A. Wright
Assistant Managing Editor

The inventory of new imported cars in the U. S. continued to dwindle during July as sales held strong and the import industry opened August with a shortage-riddled 44-day supply.

The inventory of new imported cars and pickup trucks in dealer stocks and in importer and distributor hands August 1 totaled 414,700 units, a 44-day supply at the current sales rate.

This compared with a domestic inventory Aug. 1 of 1,675,192 cars, a heavy 87½-day supply.

The Aug. 1 import inventory was down from 441,000 units a month earlier, which was a 51-day supply.

Most importers like to carry an inventory of around 60 days, because generally it takes cars longer to move through the import pipelines than the domestics. So most of the import lines were short of cars and many were so lean as to put a lid on sales.

• Toyota, for example, was down to a meager 18-day supply and Honda was almost as strapped for cars with a 21½-day stockpile. Datsun appeared to be in a good position to jump the sales gun on these two rivals with its healthy 52-day stock.

Mazda had a 47-day supply Aug. 1 and Subaru had a 42-day stockpile. In stronger positions were Isuzu, with a 75-day supply, and Chrysler Corp.'s captive Mitsubishi lines, which were in 136½-day supply.

(Inventory figures for Toyota, Datsun, Mazda, Isuzu and Mitsubishi include pickup trucks.)

The total inventory of Japanese-built cars was good for only 37 days as the public's appetite for these units continued unabated despite moves to throttle back deliveries.

German cars were in 66-day supply Aug. 1, with the high-priced luxury lines in the leanest shape. While Volkswagen had a 92-day supply of imported cars (this does not include U. S.-built units), Mercedes-Benz had an estimated 45-day supply, BMW had a 57-day stock and Audi a 58-day supply.

Volvo's supply was also on the light side at 54 days.

Total Japanese cars in stock was 288,400, which was 69.54 percent of the total.

breaking news

Class action filed on Ford automatics

WASHINGTON. — A class action suit against Ford Motor Co. has been filed in Federal Court here. It involves allegedly defective automatic transmissions that slip from Park to Reverse in millions of 1976-79 vehicles. Damages, restitution and repair are asked.

Change in store for GMI?

DETROIT. — General Motors said last week it is "considering alternatives" to the operation of General Motors Institute in Flint. Engineers and other professionals recruited by GM have been trained at GMI in co-op programs. GMI was organized in 1919.

Court approves Volvo-White deal

CLEVELAND. — AB Volvo's purchase of the remaining heavy-duty truck assets of White Motor Corp. for an estimated $75 million has been approved by the U.S. Bankruptcy Court here, which is overseeing White's reorganization under Chapter 11. Closing of the deal is set for Aug. 31. Meanwhile, AB Volvo has terminated its North American marketing agreement with Freightliner Corp., effective Sept. 5.

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NEWSPAPER

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After eight years, FTC issues its used-car rule

By Jake Kelderman
Washington Staff Writer

WASHINGTON. — Eight years after it first began its investigation into the abuses in the used-car business, the FTC has issued a final rule.

It will require dealers to post a window sticker in each used car notifying potential customers to take care and have all promises put in writing, what warranties are being offered with the vehicle and whether the vehicle has any defects.

Neither as stringent as the mandatory inspection rule the commission had under consideration in 1978 nor the optional inspection rule tentatively adopted by the commission in May, 1980, the requirement has nonetheless stirred the ire of the various dealer organizations.

NADA has filed suits here and in New York. The National Independent Automobile Dealers Assn. said it was "very disappointed by the commission's action."

NIADA had a board meeting scheduled for late last week to take up the FTC rule. Executive Director Dan Ray said he and members of his organization would definitely be talking to their congressmen, though.

Edward Connelly, chairman of the American International Automobile Dealer Assn., said he "resented being lumped together with a bunch of crooks," and that the FTC's approach to doing something about the few bad apples in the used-car business was "absolutely unrealistic."

Like the others, he said members of his organization would begin immediately to contact their congressmen and that it would support the NADA legal fight.

• In support of its decision to go ahead with the used-car sticker rule, the FTC said the record clearly showed that abuse was occuring in violation of the federal trade laws.

"The record demonstrates that used-car dealers and their agents have engaged in deceptive sales practices by often misrepresenting the mechanical condition of a used vehicle, by failing to disclose, prior to sale, any material defect in the mechanical condition of the used vehicle known to the dealer, by representing that the used ve-

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University of Michigan survey finds optimism elsewhere

Auto-buying mood remains grey

ANN ARBOR, Mich. — Consumers are feeling much better about the economy and the government's economic policies but are holding firm to their negative attitudes on buying autos, according to the latest survey by the University of Michigan Institute for Social Research (ISR).

One-third of those surveyed said high prices were a deterrent to buying autos, but many more than in the past mentioned the mitigating effects of rebates and price reductions.

Twenty-two percent of those polled in the quarterly Survey of Consumer Attitudes said high interest rates made car-buying conditions unfavorable. That was just short of the record high level of 25 percent who cited high interest rates both one quarter earlier and one year earlier.

The most recent survey was conducted between March 23 and June 22, before the latest round of incentives and interest-rate reductions. It confirmed what the sales figures have been showing: A price-sensitive market.

Consumers have maintained low levels of enthusiasm for car-buying since mid-1980, according to the ISR surveys. Those who hold favorable views of market conditions have ranged from 38 to 40 percent, while those holding unfavorable views have ranged from 47 to 52 percent.

Because so many consumers mentioned price reductions as incentives to buy cars (an average of 20 percent during the last year, as compared with an average of less than 10 percent in the prior several years), ISR concluded high interest rates were the main deterrent to a rebound in consumer attitudes toward car purchases.

Confidence in the government's economic policy is at a 10-year high, the survey found.

Consumer sentiment was "much improved" over year earlier levels, although it had gained little in six months.

"Despite widespread unfavorable evaluations of current economic conditions, the proportion that expected future improvement has grown substantially, mainly due to the anticipated impact of President Reagan's economic policies," Survey Director Richard T. Curtin said.

"Before vigorous and sustained recovery in consumer sales can take place, the recent gains in optimism, which have been based on expected improvement rather than actual developments, need to be reinforced by cumulative improvements in the economy as a whole, as well as in the financial situations of consumers," Curtin said.

In comparing attitudes before the 1964 tax cut, ISR found about the same proportion of consumers planning to save their tax bonus.

But in 1963, most of those planning to spend it said they would make new purchases; in mid-1981, most said they would use the money to help meet current expenses and pay bills.

ISR theorized the change is the result of "the harsh impact (of) inflation."

Baranco opens

William L. Sparks, left, Pontiac Atlanta assistant zone manager - service, supervises the cutting of the ribbon opening the new facility for Baranco Pontiac, Inc., Decatur, Ga., by Juanita and Greg Baranco. Baranco's former dealership was in East Point, Ga.

RV shipments top 20,000 in June

Continued from Page 12

the most expensive, were up 78.6 percent in the six-month period, soaring from 4,200 units a year ago to 7,500.

Chopped vans, including mini, low-profile and compact, totaled 9,000 units, an increase of 25 percent over the year-ago 7,200.

Shipments of van campers (Type B) in the first six months totaled 2,200 units, up 46.7 percent over last year's 1,500.

Through June, manufacturers delivered 46,500 multi-use vehicles, an increase of 44 percent over the 32,300 shipped in the same period in 1980.

RVIA defines the multi-use vehicle as one designed for the transportation of people and/or property and altered by the RV manufacturer for esthetic or decorative purposes.

Michigan strike delays work on new auto plants

DETROIT.—A strike by Michigan sheet metal workers has delayed progress on numerous construction projects, including plans by General Motors and Volkswagen to build new assembly plants in the state.

The 2,000 members of Sheet Metal Workers Local 80 struck the Sheet Metal and Air Conditioning Contractors of Metropolitan Detroit June 1 in a dispute over cost-of-living adjustments (COLA). The union is opposed to a contractors' proposal to lower those COLA rates.

The strike is delaying roof-enclosure work at GM's new $500 million Orion Township assembly plant, which will eventually replace the old Pontiac Division and Fisher Body facilities in Pontiac. It is not the first delay for the project, which ran into opposition from local residents. It is now scheduled for completion in early 1983.

The strike has also stalled work on Volkswagen of America's new $300 million assembly plant in Sterling Heights. That plant, a conversion of a former Army missile plant, is scheduled to begin production of 1983-model Volkswagen vehicles next summer.

In addition, the strike has also caused a 1½-month delay in the expansion of engine-testing facilities at GM's Detroit Diesel Allison Division complex in Romulus, Mich. Much of that work was to have been completed in October.

A DDA spokesman said the strike not only affects future engine development at GM but is also stalling the relocation of company employes to new headquarters.

RV report

Continued from Page 12

Chevrolet 6.2-liter diesel due in an RV chassis early next year.

The Recreation Vehicle Dealers Assn. is taking over sponsorship of the annual Miami International Travel / Camping Show, one of the largest trade shows in the RV industry.

Jim Summers, RVDA executive vice president, said the show — slated next year at Tamiami Park in Miami Jan. 27-31—will provide additional business and educational seminars for dealer/members and others, as well as encouraging wider communications with user groups through rallies at the park.

Summers said RVDA also is planning to have a dealer convention again in 1982 in Nashville, but no firm dates have been set. The annual conventions were discontinued after the 1979 Orlando (Fla.) event because of the slump in RV sales.

The extra round of post-season professional baseball playoffs has forced the RVIA and the Western Manufactured Housing Institute to postpone for one week the 1981 Recreation Vehicle and Manufactured Housing Show at Dodger Stadium in Los Angeles.

New dates for the 29th annual show are: Nov. 10, manufacturer/supplier day; Nov. 11-13, dealer and press days, and Nov. 14-22, public days.

Sid McClellan, chairman of RVIA's Dodger Show Committee, said this year's exposition will be larger than a year ago, with 63 RV manufacturers reserving 160,290 square feet. Last year's show covered 132,000 square feet.

Lake signs GM dual

LEWISTON, Pa. — William S. Lake has opened Lake Chevrolet-Oldsmobile here.

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Automotive News

As '82 models bow for press

Pontiac lowers curtain on big cars, gas V-8

By Jenny L. King
Staff Writer

DETROIT. — Electronic throttle body fuel injection for its 2.5-liter engine highlighted an unusually quiet new-car preview for Pontiac, with the now-intermediate Bonneville Model G and station wagon and Grand Prix the only 1982 models debuting in September.

Pontiac General Manager William E. Hoglund rang down the curtain on the gasoline V-8 engine, on the full-size (B-body) Pontiac and, he hoped, on depressed sales as he touted the new electronic fuel injection for Pontiac-built 2.5-liter four-cylinder engines of which the company plans to produce 1.2 million.

The new Bonneville is built on the former LeMans frame. The LeMans name has been dropped. It retains the Bonneville look, bringing along its grille and tail lights and look of luxury, and has room inside for six.

"Our major concern . . . was how not to desert our full-size customers who had been loyal to Pontiac since the Catalinas and Bonnevilles were introduced back in the '40s and '50s and still zero in on our definitive market" — youthful, expressive, sports-oriented consumer groups, Hoglund said.

Nearly 60 percent of the division's 1982 startup production will be small cars—subcompacts and compacts, he said. Two years ago it was 23 percent; last summer, 37 percent were small.

The A-special Grand Prix, which was restyled with a more aerodynamic shape for 1981, remains basically unchanged for '82.

The 1982 Phoenix also looks the same as it did for '81, but the standard engine is the new 2.5-liter engine with fuel injection. Ride and handling improvements make it more attractive to the youth and sports-oriented market, Hoglund said.

"A change in the computer command control system will eliminate the initial acceleration lag in the J2000 line," Hoglund said. "We plan to sell 35,000 J-cars during the 1981 model year (which began last May for J-2000): 15 percent coupes, 38 percent sedans, 29 percent hatchbacks and 18 percent station wagons."

Pontiac introduced its subcompact T1000 in April. The car will have a new five-speed manual transmission available this fall. Hoglund said his division is studying the possibility of a small diesel engine for the T-1000, but said Chevette has claim on all the diesels for the time being.

"I don't really like to do this, but I will make a sales prediction," he said. "We see total sales of between 10 and 10.6 million in model year 1982, and Pontiac's goal is 800,000, or 7.5 percent of the industry total." The prediction for nameplate breakdown is as follows: T1000, 94,000; J2000, 200,0 Phoenix, 70,000; Firebird, 90,000; LeMans/Bonneville G, 80,000; Pontiac 6000, 130,000; Grand Prix, 120,-000, and remaining 1981 Bonneville/Catalina models, 16,000.

The 6000 is the new front-wheel-drive intermediate that will be introduced in January.

• "Our goal is a sales jump of 37 percent, but it's not unrealistic — sales climbed dramatically after the 1974-75 recession and they can this year if the economy strengthens," Hoglund said.

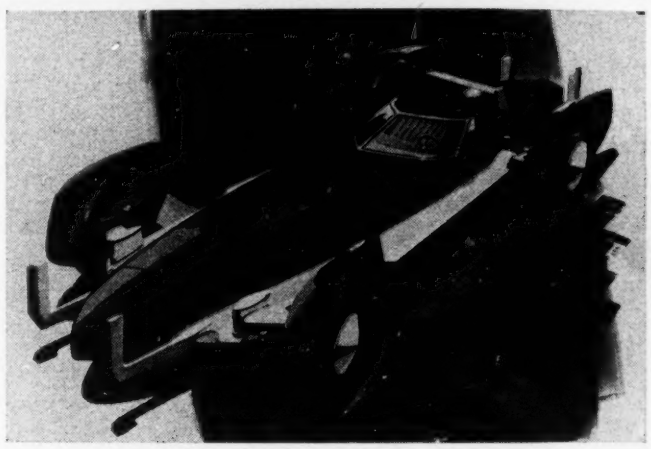
He said imports will stay near 2.5 million sales.

"By the end of this year we will have made one of the biggest changes in our lineup ever," Hoglund said. The T1000 debuted in April, the J2000 in May, an intermediate Bonneville now, and the front-drive Pontiac 6000 and an all-new Firebird are due early next year.

He said he thought the pattern of introducing new cars as they are ready would continue in the future, although it won't entirely replace the traditional early-autumn introduction.

Hoglund said inventory levels will be better for the A-body (6000) and F-body (Firebird) cars when they go on the market. J-car supplies have been a problem for dealers and customers ever since May.

Hoglund had no specific encouragement for dealers. He said the division was working hard to train dealers and their staffs, but did not comment on the recent changes in dealer discount, floor-planning rates and destination charges.



Futuristic personal transportation

Sleek personal transportation for the near future, the M/S Rhoades was commissioned by Luntz Corp., of Canton, O., as a study in uses of steels. Driven by a turbine engine or an air-cooled piston V-8, the vehicle features a stainless steel frame, body and removable top. It measures 193 inches in length and weighs 2,262 pounds.

Givens promoted to top marketing post at Chrysler

DETROIT. — John K. Givens has been appointed executive director, marketing, for Chrysler Corp.

Givens is responsible for advertising, market research and analysis, marketing plans and programs, merchandising, sales analysis and forecasting activities, and for sales planning and programing.

Givens most recently served as general manager of Import Operations, and before that was director, Sales Operations, U. S. Automotive Sales.

His appointment follows the recent departure of Charles LaBelle, who resigned as marketing vice president to join Nissan as sales operations vice president.

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57th year — No. 4877

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Lighter, brighter, whiter

A new glass headlamp unit, right, that is 23 percent lighter than its forerunner will be manufactured by General Motors' Guide Division, Monroe, La., for use on all 1982 GM cars with two-lamp headlighting. Produced in tungsten and tungsten-halogen sealed-beam versions, the new lamps features a whiter light with twice the output on high beam and a 36-percent energy saving on low beam, Guide Division said.

Plant would build 4WD Niva from Russia, Canadian parts

Lada eyes Nova Scotia assembly

By Jim Plegue
Staff Writer

AJAX, Ont. — Lada Cars of Canada has singled out a location in Eastern Passage — near Dartmouth, Nova Scotia — as the likely spot to assemble the Niva, a four-wheel-drive vehicle the company currently imports from Russia.

Lada has hired Austin Co., Ltd., a Cleveland engineering/design firm, to complete a feasibility study on the proposed plant site — a vacant lot adjacent to and owned by Autoport in Eastern Passage. The study should be completed by late September, acording to a Lada spokesman. (Autoport is a port of entry and prep point for cars,)

Lada officials in Russia and officers of AvtoExport, the trading arm of the Soviet Union, have given preliminary approval to the plan and the study. If the proposal receives the final OK, Niva production could begin by early 1983 at a start-up rate of 5,000 units per year.

The Lada of Canada spokesman said the company favors assembly of partially-knocked-down (PKD) Niva units with locally sourced parts comprising 50 to 60 percent of the vehicles, a necessity in order to achieve duty-free status in Canada.

The Austin Co. feasibility study is being partially funded by Industrial Estates, Ltd., (IEL), a crown corporation of the Nova Scotia government. Lada Cars of Canada has been negotiating with IEL, as well as Autoport (which is owned by Canadian National Railways), for assistance in building and operating the plant.

One possibility is that IEL may fund construction of the assembly plant on the Autoport lot, then lease it to a contractor who, in turn, would build Niva models and sell them to Lada Cars of Canada for sale to dealers.

The Canadian-owned company, which has been selling Lada sedans since the fall of 1978, began offering the Niva model in November, 1980. It has sold 1,000 Nivas since introduction and is expanding into Western Canada where demand will be greater.

Assembly of the Niva would ease the supply situation and open potential export markets. Likely markets would be Central and South America and the United States through Satra. the U. S. - Soviet trading company.

Lada officials prefer the Dartmouth/Halifax area of Nova Scotia for the plant because it is a year-round deep-sea port offering good rail connections and a ready supply of available skilled labor.

Buick to supply cars for 1984 Olympics

DETROIT. — The Los Angeles Olympic Organizing Committee finally found a domestic car to be its official car of the 1984 games: Buick.

Domestic makers had been reluctant to become the official sponsor for the games because of the costs, the difficulty of getting much publicity from the sponsorship and the timing of the summer games, when stocks are being cleared and makers have nothing new to show, and the winter games, after models are already introduced.

In fact, just over one year ago, General Motors turned down the Olympic sponsorship.

But a number of major importers — German, Japanese and Swedish were anxious to sign the contract. The organizing committee was reluctant to sign a foreign make because of the sensitivity of the import issue.

Four months ago the Albuquerque-based ad agency Competitive Edge signed an option agreement with the Olympic committee to try to find a GM sponsor.

Competitive Edge, which says it handles some 700 dealer clients, mostly Buick, agreed to sponsor the games itself if it did not find an auto maker.

"We had an idea about creating a special Olympic car to be sold across the U. S., targeted toward import buyers," said Competitive Edge President Lee Galles.

"We presented the idea to GM and suggested that Buick be the division named to be the official official car. GM was receptive . . . Buick was very enthusiastis," he said.

Buick is now studying possibility for a limited-edition production car along these lines.

As official car, Buick will offer 500 new cars over the next three years for the Olympics. These will be a mixture of models. Competitive Edge will produce and promote advertising tying together the Olympics and Buick.

Another part of the agreement calls for Buick to sponsor a youth-oriented athletic activity, extending beyond the scope of the '84 Olympics. Buick is said to be studying four proposals for facilities or national youth programs.

Lemley heads L-M deal

MEDFORD, Mass. — Fraser Lemley has become president of Sentry Lincoln-Mercury.

Makers see eventual success

Alcohol cars turn sour in Brazil

By Laurie Wentz
Crain News Service

SAO PAULO, Brazil — Sales of Brazil's 100-percent-alcohol-fueled cars — hailed last year as the savior of this nation's auto industry — have plummeted with the slumping economy and Government's contradictory stance on the alcohol program.

After peaking at 55,777 alcohol vehicles last November, monthly output fell to 5,459 in June and an estimated 2,500 in July as manufacturers slashed production further in an effort to unload stocks.

Little immediate improvement is expected.

"Demand for alcohol cars reached 90 percent last year; now it's 10 percent (of new-car demand) and we expect it to level off at 35 to 40 percent," said Derek Barron, Ford of Brazil's marketing director.

Brazil is 80 percent energy dependent on oil imports and is spending more than $5 billion—including $250 million from the World Bank's first-ever loan for alcohol production — to bring alcohol-from-sugar-cane production to 10.7 billion liters per year by 1985 and replace 45 percent of the country's gasoline consumption with ethanol (ethyl alcohol).

By 1985, two million alcohol-burning cars and light trucks were scheduled to be circulating on Brazil's roads.

• The meteoric rise of alcohol burners produced by Ford, General Motors, Volkswagen and Fiat began last year when the Iran-Iraq conflict threatened threatened Brazil's oil imports and motorists feared there would be no gasoline.

The downturn started when sales slipped to 39,500 cars in January and to 18,300 by March. First-half sales of 121,000 fell far short of the goal of 180,000.

Not only alcohol cars have been affected. Hard-hit by Brazil's recession, domestic January-July auto sales plunged 38.5 percent below the first seven months of 1980 to 334,180 vehicles.

An export drive boosted first-half foreign sales by 17 percent to 112,990 vehicles and Volkswagen aims to double its 1980 export earnings to $600 million.

Despite the export surge, the auto industry has fired 14,600 workers this year and Volkswagen — responsible for 43 percent of Brazil's auto output—is offering three month's severance and continued medical and educational benefits to any employe willing to quit his job. During the first week of the offer, a thousand VW employes volunteered to quit.

• GM, Ford and VW executives cite the following reasons for the drastic decline in car sales:

1. To discourage excess consumption, the government has pushed the price of alcohol from between 35 and 50 percent of the price of gasoline to 64 percent of the price of Brazil's gasoline — the world's third most expensive at $3.04 per gallon.

2. "Ill-advised and conflicting statements" by top government officials about continued availability of alcohol fuel sparked fears among car buyers of an alcohol shortage and undermined public confidence in the alcohol option.

3. Massive illegal and inefficient "backyard" conversions of gasoline vehicles to run on alcohol caused rapid engine corrosion and atrocious mileage, giving the alcohol car a bad name.

4. The last straw, for many alcohol-car owners, is a mandatory car sticker required in order to fill up on alcohol, beginning Aug. 20. The sticker is obligatory, but it keeps falling off the car.

Ford's alcohol models have gained a reputation for greater fuel efficiency and a better cold start, enabling the company to capture about one half of the much diminished alcohol-car market in recent months.

• With $25 million invested in developing the alcohol car in Brazil, Ford is betting on an upturn in sales.

Alcohol cars came to 10 percent of Ford's July output but will make up 15 percent in August and about 35 percent the rest of the year, according to Ford's Barron.

Although lack of public confidence is expected to hamper alcohol-car sales over the short term, auto industry leaders and government officials alike say they are convinced of the ultimate success of Propalcool — as the alcohol program is called—because Brazil has no alternative.

"There are already 400,000 alcohol cars and 5,000 alcohol service stations in Brazil," says a prominent Sao Paulo energy energy expert. "Proalcool is irreversible."

Alcohol-car output in Brazil

1979	
Total	4,624
1980	
January	645
February	1,912
March	3,649
April	3,058
May	9,914
June	18,802
July	12,249
August	21,990
September	30,881
October	43,417
November	55,777
December	51,722
TOTAL	254,016
1981	
January	39,593
February	33,329
March	18,305
April	13,078
May	11,983
June	5,459
TOTAL	121,746

Sao Paulo street scene

Parked on a busy thoroughfare in Sao Paulo, Brazil, is an alcohol-powered Volkswagen owned by the phone company, Telesp. Ford, General Motors and Fiat also produce alcohol cars in Brazil. Sign on deck lid advises that the VW is powered by alcohol.

Without a burp

Alcohol - fueled Brazilian Volkswagen gets tanked up on alcohol at one of Brazil's 5,000 alcohol service stations.

EPA proposes a retreat on noise-control standards

WASHINGTON. — All record keeping and reporting requirements for existing noise control standards for medium and heavy trucks, motorcycles and motorcycle replacement exhaust systems, garbage trucks, construction equipment and portable air compressions is proposed for revocation by EPA.

Comment due date is Sept. 14.

The medium and heavy truck noise control standards, set in April, 1976, and effective as of 1978 models are for 83 dbA and are scheduled to drop to 80 dbA in January, 1983. These standards remain in effect until Congress decides what really happens.

The Reagan Administration plans to deregulate in the noise control area—turning it over to the states—despite the opposition of the motorcycle and truck makers, who fear conflicting regulations by the states.

The EPA proposal says it is now holding in abeyance all compliance checking of noise levels and all verification of labels and it plans to eliminate those particular regulations after the suitable comment period.

Even though the government will have no way of knowing whether the vehicles do comply with standards, the citizens' suit provisions remain in case any individual wants to challenge the makers.

The Senate has moved to scrub noise-control federal regulations except for interstate carriers and railroads but has left a gray area for trucks. The House bill would retain federal preemption for trucks and autos.

Although autos do not have noise-control standards, federal preemption might protect them also from conflicting state standards. Under the Quiet Communities Act, states and localities can control use of vehicles; the objection of federal preemption is to ban state and local control of the manufacturing process.

Deciphering ad is no easy task

DETROIT. — The word game is one anyone can play. That becomes apparent with a look at an ad run in the Detroit News by Ramchargers, a three-location parts concern.

One of a dozen items mentioned was a "Test Tube. Verify the need to replace catalytic converters. Easy to install. From $8.50." An Automotive News query brought this explanation: "It's used to bypass the catalytic converter."

Electric Vehicle Corp. files under Chapter 11 in Minn.

MINNEAPOLIS. — Electric Vehicle Corp., a Twin Cities company charged recently with consumer fraud by the Minnesota Attorney General's Office, has entered U. S. Bankruptcy Court with more than $2.5 million in debts owed to more than 300 individuals and companies.

The bankruptcy action filed under Chapter 11, could ultimately pin losses on 100 consumers across the nation who paid up to $24,000 for cars marketed under the Bradley GT nameplate that were never delivered.

Consumers and employes of the company report that the cars and unassembled car kits that were shipped often lacked key components and had substantial deficiencies such as missing windows and doors that wouldn't close.

Moreover, most of the Electric Vehicle customers bought cars based on a sales promotion that the Attorney General's office charges was deceptive and fraudulent.

At the center of the controversy is Dell Gustafson, the Minneapolis businessman who was under federal investigation earlier this year for his deals involving a Las Vegas gambling casino. Gustafson was found in violation of federal securities laws, although he has denied any links to organized crime.

In the Chapter 11 filing by Electric Vehicle, about $2.5 million in debts are owed to some of the nation's largest and most prestigious publications, such as the Harvard Business Review, for advertising that Electric Vehicle used to generate telephone sales. The largest creditor is Media Networks of New York City for $87,343. Other creditors include such firms as IBM, 3M and Northwestern Bell Telephone.

However, the greater hardships could fall on the customers who paid in full for undelivered cars — people such as Wayne and Melanie Gunn, farmers in Jay, Fla., who wrote a check for $23,945 for a Bradley GT-2.

The Gunns hoped to become "brokers" which the Minnesota attorney general's office says was a fraudulent promotion used by the company to lure customers into buying a car.

The Gunns said they were told they would become exclusive representatives for Electric Vehicle in their area, which would earn them profits. They said they were told that joining the broker program would qualify them for a discount on their own electric car, reducing the price from $27,000. They said they were told that they would receive tips on prospective customers in their area.

But the sales pitch was a deception and a fraud, according to the complaint filed by the Minnesota Attorney General's Office. Thomas Barrett, special assistant attorney general in the Consumer Division, said that all the customers received discounts, that there were no tips on prospective customers and that the marketing areas were not exclusive.

Gengras family honored

HARTFORD.—The E. Clayton Gengras family, active for many years in Connecticut automotive retailing, has been cited by the Hartford Jewish Community Center for its endowment of the infirmary at the center's Camp Shalom summer youth facility.

Repossessors, U.S. settle charges of price fixing

WASHINGTON. — A proposed consent decree filed by the Justice Department would end the civil suit against Time Finance Adjusters, an association of repossessors based in Daytona Beach, Fla.

The proposed settlement, awaiting court approval, was filed in federal court in Orlando, Fla.

The suit, filed last January, alleged violation of the Sherman Act in conspiring to fix prices, restrict territories and limit membership throughout the U. S.

The proposed settlement would prohibit the defendant from fixing, advertising and publishing prices for repossession services. It would prohibit communicating with representatives of other repossession associations on prices.

It would also prohibit any activity with the purpose or foreseeable effect of allocating, restricting or otherwise influencing the service area or territory in which any of its members operate or advertise that they operate, and establishing or maintaining unreasonable fees for TFA membership.

Imports buoy June total

Month's registrations gain 10 pct. on 1980

By Richard A. Wright
Assistant Managing Editor

Buoyed by a record import total, new-car registrations in the U.S. climbed in June compared with a year earlier, according to figures compiled by R. L. Polk & Co.

New-car registrations in June totaled 747,405, up a healthy 10.55 percent from 675,964 a year earlier. While it was a welcome increase it was far from one of the industry's better Junes. Record for the month is 1,068,869, set in 1973.

June registrations were also up from the preceding month, a gain of 2.22 percent from 731,059 in May.

While most of the increase was accounted for by imports, which posted a record 222,508 total, up from 199,413 a year earlier, domestic new-car registrations also gained, up 10.12 percent from 476,551.

For the first six months of 1981, new-car registrations totaled 4,390,708, off 1.36 percent from 4,451,138 in the first half of last year.

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Domestic registrations in the first half totaled 3,116,537, down 2.47 percent from 3,195,527 last year. Import registrations were up slightly for the six months to 1,275,171 from 1,255,611.

Biggest gainer in market share in June compared with a year earlier was Chrysler Corp., which took 8.18 percent of the total, up 2.07 percentage points. Ford Motor Co. accounted for 17.61 percent, up 0.21 of a point.

General Motors suffered the largest market share loss, down 2.19 percentage points to 43.08 percent of June registrations. American Motors dipped 0.33 of a point to 1.32 percent.

Imports accounted for 29.77 percent, up 0.27 of a point, while miscellaneous domestic lines accounted for 0.04 percent, down 0.03 of a point.

Excluding imports, June domestic registrations were divided as follows: GM, 61.35 percent, down 2.86 points from last year; Ford Motor Co., 25.03 percent, up 0.40 of a point; Chrysler Corp., 11.64 percent, up 2.98 points; AMC, 1.87, down 0.47 of a point, and miscellaneous, 0.06 percent, down 0.05 of a point.

By size segments, subcompacts and luxury cars again posted gains in market shares compared with a year earlier, as did imports. Subcompacts accounted for 15.37 percent of June registrations, up 2.75 points, while luxury cars were up 0.15 of a point to 4.41 percent.

Compacts took the biggest loss, down 2.18 points to 19.99 percent. Intermediates were also off 0.17 of a point to 20.16 percent, and standards dipped 0.82 of a point to 10.30 percent.

Registrations by market class in June were: Subcompact, 114,885; compact, 149,358; intermediate, 150,659; standard, 76,943; luxury, 32,952, and import, 222,508.

• Ford Escort continued to hold onto the top spot among the nameplates, with Chevrolet Chevette and Citation in strong pursuit.

The top 20 domestic nameplates in June registrations were:

1	Ford Escort	28,998
2	Chevrolet Chevette	26,431
3	Chevrolet Citation	24,315
4	Olds Cutlass Supreme	22,225
5	Standard Oldsmobile	21,288
6	Chevrolet Malibu	21,034
7	Olds Cutlass	19,826
8	Standard Chevrolet	17,927
9	Buick Regal	16,952
10	Buick Skylark	16,846
11	Plymouth Reliant	16,288
12	Ford Fairmont	15,744
13	Ford Mustang	14,102
14	Buick Century	13,131
15	Chevy Monte Carlo	12,089
16	Plymouth Horizon	11,792
17	Standard Ford	11,736
18	Standard Buick	11,353
19	Dodge Aries	11,346
20	Cadillac	10,683

'Spy' reported in computer of Cadillac V-8-6-4 engine

By Marjorie Sorge

Cadillac's new computer not only controls its V-8-6-4 engine, it also squeals on its owners.

In "Big Brother" fashion, the computer records any speed over 85 MPH and labels its owners "negligent" if the car is not brought to a repair shop within 30 engine starts after the "check engine" light comes on, according to the Electronic Engineering Times.

The computer also controls the V-8-6-4 engine which changes cylinders — depending on driving requirements to improve fuel economy — and the digital fuel injection system, among other parts of the vehicle.

Owners of the V-8-6-4 have complained bitterly about spending a great deal of time in the repair shop because the "check engine" light comes on frequently. In a previous Automotive News story, R. J. McMillin, director of engineering for Delco Electronics, said the "check engine" light would come on when the computer detects any defect in the system. He said it would remain on until the car is brought into the shop for a checkup.

Besides a glowing "check engine" light, owners have said the V-8-6-4-powered cars are "experimental," that they die on the road without warning, stall and then jerk forward, ride rough and are a safety hazard. Others have reported fires. There is currently a class-action lawsuit pending in New Jersey against Cadillac.

Dealers have complained that the computer is "too sophisticated" for the car and is difficult to fix. Mechanics often replace the entire computer, but McMillin said two-thirds of the time the computer is perfectly good. He said the mechanics often don't have the training necessary to work with the computer.

The actual problem can be read in the dealership by using certain codes to probe the car computer's memory of the defect. According to EE Times, owners can tap the computer themselves. The publication said certain key voltages and fault codes can be read out on the digital speedometer when the turn signal, brake pedal and climate-control buttons are pushed simultaneously.

Some owners have seen the warranty-covered repair bill — up to $2,000 for the electronic control unit (ECU) and the peripherals. And many owners say the car fails again after the repairs.

Cadillac recently extended its warranty on the V-8-6-4 to five years or 50,000 miles without charge to the customer in the wake of criticism of the engine. The warranty covers the engine, the digital fuel injection system and the computer, plus other related parts, for the original and subsequent owners.

Spokespersons for Delco Electronics and Cadillac declined comment on the EE Times story on the basis of the pending litigation.

Luxury for Latin American market

Ford's luxury line in Latin America now includes the Del Rey, in two and four-door versions and two trim levels: Del Rey and De Rey Ouro. Base priced at about $8,200 for the gasohol-powered two door, the Del Rey features a 1.6-liter four and is the size of the U. S. Fairmont. The cars are built at the Sao Bernardo plant, Sao Paulo, Brazil, for sale in that country and elsewhere in Latin America.

Fuel produced from coal runs pickup in Alabama test

WILSONVILLE, Ala.—A 1981 General Motors pickup truck was fired up with a laboratory-produced liquid produced through a solvent refined coal process at a demonstration of how a utility company hopes to further turn coal into a liquid fuel.

The site was one of two pilot plants in the country and is being operated by Southern Co., a holding company for utilities in Georgia, Alabama and a part of Florida.

The fuel that went into the pickup was laboratory refined especially to operate the truck and was different from the product the plant is producing for fuel for electric generating plants and hopefully will refine into gasoline, home-heating oils and possibly fuel for other uses.

It was the first public demonstration at the plant south of Birmingham showing how a range of sulfur-free, clean-burning solids and liquids can be made.

Researchers said they believe a commercially feasible method of converting coal to a liquid fuel is about to appear.

The plant here is one of the few in the world which can take raw coal and convert it into a liquid fuel, said Dr. William B. Harrison, vice president for research and development for Southern Co. Services.

He made the statement at a press briefing.

• It was recalled at the press briefing that Germans developed a method of producing fuels from coal during World War I.

But, Harrison said, the process under development here uses a different system which removes pollutants from the coal, leaving a clean-burning solid which can be further refined into a liquid and as an automobile fuel.

Southern Co. officials said they believe a commercial-size plant would be able to produce liquid fuel at a cost of about $37 a barrel, which would be close to what a barrel of oil now costs on the world market.

The facility here has been told by the U. S. Department of Energy that it can expect an additional $3.2 million.

While funding for several synthetic fuel projects has been cut back or eliminated by the Reagan Administration, Wilsonville appears to be in a favorable position to continue its research work.

Further, a conference committee of Congress has promised to provide $135 million to International Coal Refining Co. for a large-scale plant to be erected in Western Kentucky. The purpose will be to test still further the process developed here and more fully determine whether the system is commercially feasible.

The Kentucky operation would produce about 100,000 barrels of liquid per day using 30,000 tons of coal.

This would be in contrast to the production of 15 gallons of liquid daily from six tons of coal here.

To produce a liquid, the solvent refined coal is mixed with hydrogen and a solvent and then passed through a hydrogeneration reactor to increase the hydrogen content of the fuel, which is then again distilled.

NEW-CAR MARKET SHARES IN U. S.

	JUNE					SIX MONTHS				
	Regis., June, 1981	Percent Share of Market	Regis., June, 1980	Percent Share of Market	Pct. Pt. Change '81 vs. '80	Regis., 6 mos., 1981	Percent Share of Market	Regis., 6 mos., 1980	Percent Share of Market	Pct. Pt. Change '81 vs. '80
Chevrolet	118,414	15.85	130,308	19.28	— 3.43	749,538	17.07	892,259	20.05	— 2.98
Ford	92,352	12.36	88,847	13.14	— 0.78	530,731	12.09	561,561	12.62	— 0.53
Oldsmobile	75,931	10.16	61,811	9.14	+ 1.02	425,419	9.69	394,526	8.86	+ 0.83
Buick	62,484	8.36	52,157	7.72	+ 0.64	364,017	8.29	336,191	7.55	+ 0.79
Pontiac	48,076	6.43	46,742	6.91	— 0.48	268,944	6.13	305,103	6.86	— 0.73
Mercury	33,934	4.54	23,439	3.47	+ 1.07	178,482	4.06	171,465	3.85	+ 0.21
Plymouth	29,131	3.90	15,752	2.33	+ 1.57	177,455	4.04	113,375	2.55	+ 1.49
Dodge	25,585	3.42	16,871	2.50	+ 0.92	160,988	3.67	121,548	2.73	+ 0.94
Cadillac	17,039	2.28	14,987	2.22	+ 0.06	103,185	2.35	108,358	2.43	— 0.08
AMC	9,845	1.32	11,131	1.65	— 0.33	72,463	1.65	79,738	1.79	— 0.14
Chrysler	6,391	0.86	8,673	1.28	— 0.42	52,026	1.18	70,487	1.58	— 0.40
Lincoln	5,309	0.71	5,317	0.79	— 0.08	31,951	0.73	39,069	0.88	— 0.15
GENERAL MOTORS	321,944	43.08	306,005	45.27	— 2.19	1,911,103	43.53	2,036,437	45.75	— 2.22
FORD MOTOR CO.	131,595	17.61	117,603	17.40	+ 0.21	741,164	16.88	772,095	17.35	— 0.47
CHRYSLER CORP.	61,107	8.18	41,296	6.11	+ 2.07	390,469	8.89	305,410	6.86	+ 2.03
AMERICAN MOTORS	9,845	1.32	11,131	1.65	— 0.33	72,463	1.65	79,738	1.79	— 0.14
IMPORTS	222,508	29.77	199,413	29.50	+ 0.27	1,274,171	29.02	1,255,611	28.21	+ 0.81
MISCELLANEOUS	306	0.04	516	0.07	— 0.03	1,336	0.03	1,847	0.04	— 0.01
TOTAL	747,305		675,964			4,390,708		4,451,138		

Automotive News analysis of new-car registrations based on R. L. Polk & Co. statistical report. Registrations not available for Oklahoma.

TOP CARS

U. S. registrations for the first six months of 1981. Registrations not available for Oklahoma.

1981 Pos.	Make	1980 Pos.
1—749,538	Chevrolet	892,259— 1
2—530,731	Ford	561,561— 2
3—425,419	Oldsmobile	394,526— 3
4—364,017	Buick	336,191— 4
5—309,427	Toyota	293,524— 6
6—268,944	Pontiac	305,103— 5
7—230,659	Datsun	266,349— 7
8—194,070	Honda	173,680— 8
9—178,482	Mercury	171,465— 9
10—177,455	Plymouth	113,375—12
11—160,988	Dodge	121,548—11
12—118,640	Volkswagen	124,610—10
13—103,185	Cadillac	108,358—13
14— 93,811	Mazda	75,388—15
15— 72,463	AMC	79,738—14
16— 69,774	Subaru	59,507—17
17— 52,026	Chrysler	70,487—16
18— 31,951	Lincoln	39,069—18
19— 31,917	Volvo	.....
20— 29,911	Mercedes	24,766—22
21— 28,383	Fiesta	35,970—19
22— 22,463	Audi	.....
.....	Arrow	33,267—20
.....	Colt	30,792—21
	Other	
145,116	Imports	137,756
1,338	Misc. Dom.	1,847
	Total All Makes	
4,390,706		4,451,138

Automotive News analysis of new-car registrations based on R. L. Polk & Co. statistical report.

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Mercedes deal expands truck horizon

Egypt: Near East automotive center

By Jan P. Norbye
Staff Correspondent

STUTTGART, West Germany. — News of the Daimler-Benz contract has brought Egypt into focus as the center of motor vehicle production in the Near East.

Under the recent agreement, the Stuttgart firm will hold a 25-percent share of a joint venture, Mercedes Misk Co. Government-approved plans call for the construction of a plant on an industrial site near Cairo estimated to cost $45 million, for assembly of 3,000 light trucks, 3,600 heavy trucks, and 1,000 buses a year, all powered by Mercedes-Benz diesel engines.

Local content will start modestly, with such elements as frames, springs, tires, cabs, bodies, seats and trim, while the major mechanical components will be delivered from West Germany.

The plant is scheduled to come on stream in the early part of 1983.

This project will give Egypt its first real base in the commercial-vehicle industry. Up to now, local production of heavy vehicles has been restricted to about 2,500 Magirus-Deutz medium-duty trucks and buses a year, with up to 60 percent local content. This operation is conducted by Nasco, a subsidiary of El Nasr Industries (a Fiat licensee).

• The signing of this deal with Daimler-Benz could spell curtains for the Ford project, which has been under discussion at various times in recent years.

Ford formerly operated a truck assembly plant at Amreya outside Alexandria, but it was closed in 1966 when the Arab League put Ford on the blacklist for trading with Israeli firms.

The latest Ford plan, presented at the end of 1977, called for investments of $200 million to manufacture 50,000 diesel engines and 10,000 trucks a year.

Ford was to subscribe for a 30-percent share, matched by local private interests, with the Cairo Government coming in for a 40-percent share.

El Nasr Industries has been producing Fiat cars under license since 1961 and now holds a 65-percent share of the Egyption car market, with 2,500 workers and a production of 15,000 to 16,000 cars a year at the Helwan plant near Cairo.

An ambitious tripartite expansion plan announced in 1978 with Spanish collaboration and Iranian financial participation has apparently not been affected by Fiat's retreat from its Spanish associate, SEAT, and the domestic troubles of the Misr Iran Bank.

The plan includes a foundry, a forge and complete machine shops for engine production, and will raise El Nasr's capacity to 35,000 cars a year by 1983. Current models include the 128, 133, 125 and 131.

• But the Egyptian Government long ago started looking beyond a Fiat monopoly on domestic fabrication. Finally, in January, 1979, after five years of negotiations, the Sadat government signed an agreement with Volkswagenwerk and its Brazilian subsidiary for local assembly of 10,000 Beetles and Transporters a year from CKD shipments sourced in Brazil. The number was to double in three years.

One problem that took time to solve was Volkswagen's insistence on majority control of the enterprise. Volkswagen's investment is estimated at $35 to $40 million, and the stake of the Egyptian Government is expected to fall between 33 and 49 percent, putting the total cost in the area of $55 to $85 million.

Land was found in Ismailia, on the banks of the Suez Canal, near the Great Bitter Lake. Ismailian Governor Abdel Moniem Amera has announced that a work force of 6,000 trained Egyptians will be available for the VW plant, due to come on stream in the spring of 1982.

The U. S. auto industry's leading representative in Egypt is American Motors, with an annual production of about 5,000 Jeeps, Wagoneers and pickup trucks. The agreement was signed in November, 1977, and production began in April, 1979. The $100-million plant is located at Heliopolis, near Cairo and was set up by a joint subsidiary of the Arab Organization for Industrialization, which owns 51 percent, and American Motors, which holds the remaining 49 percent.

The AOI was formed in 1975 by Egypt, Saudi Arabia, Qatar and the United Arab Emirates, with the latter providing the bulk of the financing. The plant will ultimately have capacity for 10,000 four-wheel-drive vehicles a year.

Minor members of the Egyptian auto industry include Etramco and Ramses. Etramco is located at Helwan and began production in 1975, building about 500 Honda minibuses a year.

Egyptian Automotive Co. began building the Ramses under NSU Prinz license in 1958, and was making 1,000 cars a year by 1964. When Prinz production ended in 1970, Ramses switched to the Polish ZUK light commercial vehicle line, now built in an annual volume of about 1,500 units.

AUTOMOTIVE NEWS ANALYSIS OF NEW-CAR REGISTRATIONS

Based on R. L. Polk & Co. statistical report
June '81 vs. June '80

	1981 June	1981 Yr.	1980 June	1980 Yr.
AMC Spirit	2,622	20,363	3,973	28,163
Concord	2,811	21,675	4,162	27,259
Concord Sta Wgn	1,188	7,986	1,240	7,815
Eagle 4 WD	499	3,798	634	6,018
Eagle Sta Wgn	1,273	8,470	980	8,834
Eagle SX4 4 WD	1,452	10,171		
Pacer			36	503
Pacer Sta Wgn			106	1,146
TOTAL AMC	9,845	72,463	11,131	79,738
Chrysler Le Baron	2,682	21,418	3,273	27,844
Le Baron Sta Wgn	522	4,147	524	4,241
Cordoba	1,884	15,245	2,868	22,276
Newport	286	3,529	888	6,480
New Yorker	449	4,673	1,120	9,646
Imperial	568	3,014		
Total	6,391	52,026	8,673	70,487
Ply. Horizon	11,792	74,968	7,870	63,749
Reliant	11,497	64,068		
Reliant Sta Wgn	4,791	25,564		
Volare	356	5,957	5,223	35,182
Volare Sta Wgn	77	1,264	1,251	7,920
Gran Fury	618	5,634	1,408	6,524
Total	29,131	177,455	15,752	113,375
Dodge Omni	9,490	57,310	6,624	52,614
Aries	8,041	49,351		
Aries Sta Wgn	3,305	19,609		
Aspen	372	4,973	4,023	25,795
Aspen Sta Wgn	56	1,162	852	5,761
Diplomat	2,350	13,739	1,721	13,227
Diplomat Sta Wgn	219	2,132	303	2,329
Mirada	1,182	8,734	1,816	13,568
St. Regis	570	3,978	1,532	8,254
Total	25,585	160,988	16,871	121,548
Total Chrysler Corp.	61,107	390,469	41,296	305,410
Escort	17,220	94,176		
Escort Sta Wgn	11,778	65,161		
EXP	8,253	16,533		
Pinto	406	8,518	13,413	62,422
Pinto Sta Wgn	116	2,563	2,766	17,146
Fairmont	10,947	77,763	17,882	119,225
Fairmont Sta Wgn	4,797	28,293	6,600	40,853
Granada	8,011	53,186	6,302	38,130
LTD II			295	2,543
LTD	5,809	27,680	8,218	50,727
LTD Crn Victoria	3,486	18,795	2,443	12,448
Ford Sta Wgn	2,441	10,546	2,346	14,510
Mustang	14,102	89,012	20,159	125,215
Thunderbird	4,986	38,505	8,423	78,342
Total	92,352	530,731	88,847	561,561
Lincoln Town Car	2,676	15,299	2,323	16,148
Cont Mark	2,633	16,652	2,515	19,798
Versailles			479	3,123
Total	5,309	31,951	5,317	39,069
Mercury Lynx	6,357	32,851		
Lynx Sta Wgn	3,479	19,179		
LN7	2,492	4,851		
Bobcat	59	1,969	1,812	13,114
Bobcat Sta Wgn	16	452	420	2,862
Zephyr	4,416	25,291	4,357	35,420
Zephyr Sta Wgn	1,489	7,268	1,684	9,882
'81 Cougar/Monarch	4,202	21,799	2,198	14,426
Marquis	657	3,652	1,209	7,176
Marquis Brougham	1,033	5,691	918	6,354
Grand Marquis	1,901	10,661	1,392	10,136
Marquis Sta Wgn	629	3,579	505	4,147
XR7	2,213	14,755	3,546	33,628
Capri	4,991	26,484	5,398	34,320
Total	33,934	178,482	23,439	171,465
Linc Merc Div. Total	39,243	210,433	28,756	210,534
Total Ford Motor Co.	131,595	741,164	117,603	772,095
Buick Skyhawk			491	4,509
Skylark	16,846	103,656	13,360	82,875
Century	11,309	63,045	9,843	58,603
Regal	16,952	103,672	13,711	88,734
Century Sta Wgn	1,822	8,592	1,446	8,534
Le Sabre	1,966	10,507	2,343	13,671
Le Sabre Limited	3,747	21,356	3,449	25,969
Electra 225	4,532	25,792	3,955	28,394
Buick Sta Wgn	1,108	5,450	674	5,337
Riviera	4,202	21,947	2,885	19,565
Total	62,484	364,017	52,157	336,191
Cadillac de Ville	7,982	47,209	7,053	50,447
Cimarron	365	401		
Fleetwood & Chassis	2,701	18,085	2,076	14,725
Eldorado	4,236	25,100	3,606	24,150
Seville	1,755	12,390	2,252	19,036
Total	17,039	103,185	14,987	106,358
Chevrolet Chevette	26,431	202,073	26,094	194,464
Camaro	10,207	54,788	9,876	62,675
Monza	304	15,222	11,785	70,598
Cavalier	2,549	2,747		
Cavalier Sta Wgn	1,035	1,101		
Citation	24,315	161,265	29,549	191,315
Malibu	15,243	86,195	15,405	97,710
Malibu Sta Wgn	5,791	30,119	5,205	31,968
Monte Carlo	12,089	82,635	11,669	79,749
Impala	5,711	30,009	6,498	47,304
Caprice	8,047	45,045	7,269	65,651
Chevrolet Sta Wgn	4,169	22,013	3,978	32,708
Corvette	2,523	16,326	2,980	18,117
Total	118,414	749,538	130,306	892,259
Oldsmobile Starfire			360	4,657
Omega	9,281	55,369	6,770	40,806
Cutlass Salon	16,408	87,896	13,125	83,825
Cut. Supr/Calais	22,225	134,635	19,746	123,775
Cutlass Sta Wgn	3,418	16,937	2,613	15,958
Delta 88	1,049	6,017	1,697	10,187
Delta 88 Royale	11,971	60,022	9,041	55,425
98	6,528	37,974	4,747	32,288
Oldsmobile Sta Wgn	1,740	8,902	1,069	9,664
Toronado	3,311	17,667	2,543	17,941
Total	75,931	425,419	61,811	394,526
Pontiac T1000	6,841	14,706		
Sunbird	627	27,174	9,711	60,331
J2000	2,555	2,847		
J2000 Sta Wgn	463	552		
Phoenix	6,984	46,767	8,063	47,307
LeMans	4,217	26,593	3,661	27,265
LeMans Sta Wgn	2,511	11,682	2,016	12,947
Catalina	591	3,691	966	7,076
Bonneville	3,814	19,939	3,652	23,770
Bonne. Brougham	2,903	15,473	2,393	17,773
Pontiac Sta Wgn	882	4,396	904	6,742
Grand Prix	10,423	64,521	7,717	54,497
Firebird	5,265	30,603	7,659	47,395
Total	48,076	268,944	46,742	305,103
TOTAL GM CORP.	321,944	1,911,103	306,005	2,036,437
(Checker)	184	1,049	493	1,675
Misc. Domestic	306	1,338	516	1,847
Domestic Station Wagon Total	59,115	317,119	37,494	251,686
Domestic Grand Total	524,797	3,116,537	476,551	3,195,527
Import Total	222,508	1,274,171	199,413	1,255,611
Grand Total All Registrations	747,305	4,390,708	675,964	4,451,138

Registrations for Oklahoma not available.

St. Louis Buick deal finds 18 months enough

ST. LOUIS. — Larry Mazzuca Buick-Opel, Inc., a new facility at 2244 South Kingshighway Blvd, is liquidating after being in business for only 18 months.

However, the point will not be closed since Mazzuca will be selling his interest. Motors Holding has partly financed the operation.

Dealer leader and Saab president

Investigating a new display for Saab dealers is H. Herald Friedley, right, Friedley Saab, Cedar Falls, Ia., with Robert J. Sinclair, president, Saab-Scania of America, Inc. They met at company headquarters in Orange, Conn., where Friedley chaired meetings of the Saab National Dealer Advisory Council.

FTC cites antiknock firms for price-fixing practices

WASHINGTON.—The nation's four makers of lead-based antiknock gasoline compounds are guilty of violating antitrust laws in order to maintain identical prices for their products, a Federal Trade Commission judge has ruled.

Although not engaged in a conspiracy, said Chief Judge Ernest G. Barnes, the four manufacturers — Ethyl Corp., DuPont, PPG Industries and Nalco Chemical — engaged in similar anticompetitive practices, including:

1. Thirty-day advance notices of price increases.

2. Issuance of press releases announcing price increases.

3. Uniform prices for delivered shipments, regardless of distance.

4. Use of "most-favored-nation" clauses in contracts, which promise customers the lowest price extended to any other customer.

Use of these marketing practices, Barnes said, results in "chilling the vigor of price competition." The four companies, under the judge's order, may no longer use these or other anticompetitive practices.

Antiknock compounds, which raise the octane levels of gasoline and prevent engine "knocking," enjoyed sales of $550 million last year. Such compounds were used in about two-thirds of the gasoline produced in the U. S.

A-C-D festival set

AUBURN, Ind. — The annual Auburn - Cord - Duesenberg festival will be held here Sept. 4-7.

Used car sales
Auction Averages

August to date	$4,611
Month ago	$4,359
Year ago	$3,849

U. S. wins round on restraint of competition charges

Trial ordered in M-B parts case

WASHINGTON. — Mercedes-Benz cars and Mercedes-Benz replacement parts are separate products, as far as the U. S. District Court in Northern California is concerned, but a trial is needed to determine whether Mercedes-Benz of North America has restrained competition in the parts market and whether Mercedes has shown a legitimate business justification for the tie-in of parts and car sales to its franchised dealers.

This was the latest decision in the ongoing suit the Justice Department brought against MBNA alleging a per se violation of Section 1 of the Sherman Act in allegedly tying the sale of Mercedes parts to the sale of Mercedes cars.

Some 400 Mercedes dealers operate under a franchise agreement requiring the use of "genuine" parts or parts approved by the parent company, Daimler-Benz AG.

MBNA said the arrangement should not come under a per se ruling. Using the rule of reason, the agreement is not a restraint of trade, it said. But the judge did not agree.

Most of the cases cited support the theory that Mercedes-Benz may condition the sale of cars on the use of the Mercedes-Benz trademark, the court ruled.

The court also suggested that by restricting dealers' source of parts, prices could rise and dealers could find it hard to compete with independent distributors.

The court decided the two products are separate because Mercedes has separate price lists, separate personnel and separate sources of supplies — some made by the parent company and others by outside suppliers.

While the court noted that the "approved source" clause in the franchise agreement may negate a finding of an illegal tying arrangement in the case of the Mercedes franchise, the government has shown that "no formal system for approval of non-MBNA parts exists in the DBAG/MBNA network and that crucial MBNA officers are unaware of established procedure for testing the quality of non-MBNA-supplied parts upon dealer request for DBAG approval."

"The evidence discloses that the approved source provision exists on paper only and does not represent a true alternative for dealers wishing to avoid the effects of a tie-in," the court said.

The court spelled out three ways the government could show M-B has enough economic power to impose appreciable restraint of competition in the parts market: That Mercedes has a dominant position in the tying product; that MB parts have sufficient, advantageous differences not shared by its competitors, or that M-B has economic power based solely on the number of customers who have accepted the tie-in.

The government is using the last two arguments. The court indicated dissatisfaction with the last argument, saying it also needs to be shown that there are no explanations for the acceptance of the agreement except the seller's economic power.

Mercedes-Benz said use of its replacement parts is essential to the continued high quality and reputation of its cars and trademark. MBNA also said it is impractical or impossible to publish engineering, manufacturing and testing procedures for its 25,000 replacement parts.

As the court sees it, the question may turn on whether quality control inspection done by DBAG can be duplicated since the specifications for making many of the parts already exist.

In order to get the court to rule in favor of MBNA's business justification arguments, the court said MBNA must show the need for its quality control procedures and the "unavailability of comparable mechanically necessary replacement parts from non-MBNA sources."

MBNA recently settled another parts case, brought in 1977 in Maryland by private parties. In a consent agreement, MBNA said it would not make or maintain any agreements with dealers that fix the price, margin, discount or markup of M-B parts sold to independent garages (Automotive News, Aug. 3).

Model breakdown
Auction Averages

	AUGUST TO DATE	JULY	JUNE
1981	$8,418	$7,619	$7,126
1980	6,191	6,008	5,856
1979	5,166	5,000	4,857
1978	4,056	3,872	3,669
1977	3,178	3,142	2,972
1976	2,366	2,291	2,288
1975	1,608	1,686	1,699
1974	1,272	1,314	1,379
Overall Average	$4,611	$4,398	$4,286

factories list auction dates

American Motors

Aug. 25—Ohio Auto Auction, Columbus, O.; Metro Auto Auction of Kansas City, Lee's Summit, Mo.

Aug. 26—Sand Mountain Auto Auction, Boaz, Ala.; Southern Auto Sales, Warehouse Point, Conn.

Aug. 27—Fredericksburg Auto Auction, Fredericksburg, Va.

Aug. 28—Concord Auto Auction, Acton, Mass.

Chrysler Corp.

Aug. 25—D-A Auto Auction, New Stanton, Pa.; NuCarPrep System, City of Commerce, Calif.

Aug. 26 — Minneapolis Auto Auction, Minneapolis, Minn.

Aug. 28—Concord Auto Auction, Acton, Mass.

Ford Motor Co.

Aug. 25—Arena Auto Auction, 10355 S. Woodlawn Ave., Chicago.

Aug. 26 — Metro Auction of Kansas City, 101 W. Oldham Pkwy., Lee's Summit, Mo.

Aug. 27 — Skyline Auto Exchange, 100 Rte. 46, Fairfield, N.J.

Sept. 1—Aptco Auto Auction, 20911 Gladwin, Taylor, Mich.

Atlanta appoints 2

RED OAK, Ga.—Atlanta Auto Auction has promoted Berta M. Ferrell to assistant general manager/office management and Charles N. Sanders to assistant general manager/operations management.

used-car auction directory

Display Rates: $83.00 per column inch (minimum space, 1 inch on 1 column). Listing Rates: (Maximum: Four lines of type - 1 time, $13.50; 13-times, $11.00; 26-times, $10.00; 52-times, $9.00. For Frequency Display Rates Contact Want Ad Dept., Automotive News, 965 E. Jefferson, Detroit 48207. Phone (313) 567-0520. Closing: 10 days in advance.

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Automotive News Want Ads Will Bring You Fast Action!

Makers assemble 104,425 for week

Car output rises as plants return

By Patricia Hoffman
Staff Writer

U. S. auto production last week fared better than the previous week's output, and the total remained above that of the comparable 1980 week.

The car makers scheduled 104,425 units last week, up 9.02 percent from 95,785 the previous week, and up 8.15 percent from 96,556 completed in the comparable week last year.

So far this year, the auto manufacturers have assembled 4,389,527 units, up 7.05 percent from 4,100,498 a year ago.

Breakdown for the week by company is: General Motors, 56.55 percent; Ford Motor, 30.19 percent; Chrysler Corp., 9.86 percent; American Motors, 3.02 percent; Volkswagen of America, 0.36 percent and Checker Motors, 0.02 percent.

Several assembly points resumed operations last week with production of 1982 models.

GM's Detroit facility, down for changeover since July 17, returned Aug. 17. So did Pontiac and Baltimore, which had been down since July 31.

GM's Linden assembly plant, idle since July 22 for model changeover, resumed operations last Wednesday (Aug. 19).

AMC's Kenosha assembly point, down for changeover since July 20, reopened Aug. 17.

Chrysler's Newark facility, idle since Aug. 3, returns today (Aug. 24).

GM's Janesville point closed last week (Aug. 17) for changeover to the 1982 J-cars. The plant is slated to reopen Sept. 8.

GM's Leeds and Van Nuys assembly points, both down for model chanegover, are scheduled to return with 1982 production Oct. 12.

Chrysler's St. Louis point, idle since July 31, is slated to return late this week.

Davies adds VW in Hawaii; worldwide auto chain grows

HONOLULU. — Theo. H Davies & Co., Ltd., has expanded its automobile distribution activities in Hawaii by purchasing a majority interest in Volkswagen Maui, Inc., in Kahului.

C. W. Shafer, vice president of Theo. Davies and president of Davies Euromotors, said the Volkswagen Maui name will be changed, but the dealership's car lines — Volkswagen, Audi, Jaguar and Triumph — will be retained.

The acquisition marks Davies' entrance into automobile distribution on Maui. The firm handles Mercedes-Benz in Honolulu and Hilo through Davies Euromotors and Honda on the Island of Hawaii through Big Island Honda.

Volkswagen Maui sold 454 new and used cars in 1980, totaling more than $4 million. Davies Euromotors' sales on Oahu and the Big Island topped $11 million in 1980, including 526 new and used cars.

Euromotors has increased its share of the luxury new-car market (cars costing $12,000 or more) in Hawaii from 7 percent in mid-1979, when Davies acquired Euromotors, to 11 percent at the end of 1980.

"We are optimistic about the automobile market on Maui and are pleased to diversify further in a business where we see growth potential," Shafer said. "We think that our total automobile operations may have the potential of $20 million in sales by 1982."

Robert Sutton, president of Theo. Davies, said the acquisition is compatible with the expanding automobile business of Davies' parent company, Jardine, Matheson & Co., Ltd., based in Hong Kong.

In June, Matheson & Co., a Jardine subsidiary in England, purchased a three-quarter interest in the Lancaster Motor Group, which distributes Mercedes, Porsche, Audi, Volkswagen, Volvo and other cars from six locations in southeast England.

Jardine franchises in Hong Kond include Mercedes, Subaru, Fiat, Ferrari and Chevrolet, while an affiliate in Saudi Arabia is the agency for Chrysler and British Leyland.

Truck production declines for week but tops year ago

U. S. truck production last week fell below the previous week's output, but the total was higher than that of year ago period.

Last week, the truck manufacturers scheduled 23,935 units, down 5.89 percent from 25,432 trucks completed in the previous week, but up 10.31 percent from 21,697 last year.

So far this year, the truck makers have completed 1,120,811 units, up 12.53 percent from 995,992 in the same period in 1980.

General Motors' Lordstown (van line) assembly point, idle for model changeover since July 30, returns today (Aug. 24).

GM Fremont down for changeover since July 17, resumes operations today as does the Pontiac (medium, heavy-duty and bus) facility, which closed Aug. 17 for inventory adjustments.

The GM Baltimore assembly plant returned last week (Aug. 17) with 1982 production. The plant had been idle since July 31.

Returning next week at GM will be the Janesville and St. Louis assembly points. The plants went down for model changeover on July 24, and are both slated to resume Aug. 31.

Volkswagen of America's Westmoreland assembly point will be idle for changeover beginning Friday (Aug. 28) and is scheduled to resume operations Sept. 21.

Week's output of cars, trucks rises in Canada

The Canadian auto makers last week upped production from the previous week's output, and the total also was above that of the comparable 1980 week.

The estimated auto production for the week was 12,042 units, up 45.68 percent from 8,266 in the previous week, and up 17.05 percent from 10,288 in the comparable week last year.

So far this year, the car manufacturers have completed 548,438 units, up 2.89 percent from 533,021 in the comparable period last year.

Canadian truck production for the week was planned at 9,704 units, up 31.06 percent from the previous week's output of 7,404 units. However, the total dropped 12.99 percent from 11,153 trucks completed in the same week in 1980.

Year-to-date output for the truck makers is 337,037 units, up 2.27 percent from 329,548 in the comparable period last year.

General Motor's Oshawa (#2) car facility, which was idled Aug. 6 for changeover to the 1982 front-wheel-drive cars, will continue down until Nov. 9.

GM's Oshawa (#1) car point, down for changeover since July 16 and originally scheduled to resume Aug. 18, will remain idle until Aug. 31 for inventory adjustments.

Also at GM, the Scarborough truck facility, which went down for changeover July 29, resumed operations last week (Aug. 18).

Volvo's Halifax assembly point, down for changeover since Aug. 3, returns today (Aug. 24).

TRUCK PRODUCTION IN U. S.†

	Week Ended Aug. 22, 1981	Week Ended Aug. 23, 1980	Week Ended Aug. 15, 1981	Aug. to Date	Jan. 1 to Aug. 23, 1980	Jan. 1 to Aug. 22, 1981
CHEVROLET	642	1,360	891	3,140	295,437	334,995
DODGE/PLYMOUTH	2,200	1,000	2,236	7,240	86,234	65,166
FORD	14,693	13,804	14,989	32,217	352,054	413,785
GMC	395	1,045	1,332	3,228	104,039	116,409
INTERNATIONAL	1,615	2,115	1,618	4,859	39,068	48,336
MACK	.....	480	.....	.....	15,721	.....
JEEP	2,000*	190*	2,000*	6,000*	51,485*	66,188*
AMC CORP.	50*	428*	50*	150*	6,051*	2,736*
VOLKSWAGEN	1,400*	650*	1,400*	4,200*	26,275*	43,120*
MISCELLANEOUS	940	625	916	2,823	19,628	30,076
Total Trucks, U. S.	23,935	21,697	25,432	63,857	995,992	1,120,811

CANADIAN TRUCK PRODUCTION

	Week Ended Aug. 22, 1981	Week Ended Aug. 23, 1980	Week Ended Aug. 15, 1981	Aug. to Date	Jan. 1 to Aug. 23, 1980	Jan. 1 to Aug. 22, 1981
CHRYSLER CORP.	2,368	1,888	2,422	6,626	28,554	52,891
FORD MOTOR	2,520	3,262	2,899	5,647	116,425	96,038
GENERAL MOTORS	4,556	5,488	1,821	6,377	160,703	180,709
AMERICAN MOTORS	.....	.....	.....	.....	11,644	.....
INTERNATIONAL	260	475	262	734	10,739	7,399
MACK	.....	40	.....	.....	1,483	.....
Total Trucks, Canada	9,704	11,153	7,404	19,384	329,548	337,037
N. American Trucks	33,639	32,850	32,836	83,241	1,325,540	1,457,848

†—Now includes window van production. *—Estimated.
Jeep includes commercial vehicles only. AM General includes government-destined vehicles. AM General will no longer be figured in with North American trucks.

U. S. CAR PRODUCTION

	Week Ended Aug. 22, 1981	Week Ended Aug. 23, 1980	Week Ended Aug. 15, 1981	Aug. to Date	Jan. 1 to Aug. 23, 1980	Jan. 1 to Aug. 22, 1981
AMERICAN MOTORS	3,150*	4,286*	3,150*	9,450*	110,450*	86,422*
AMX	.....	.....	.....	.....	.....	.....
Spirit	.....	.....	.....	.....	.....	.....
Concord	.....	.....	.....	.....	.....	.....
Eagle	.....	.....	.....	.....	.....	.....
Pacer	.....	.....	.....	.....	.....	.....
CHRYSLER CORP	10,300	9,550	9,589	21,617	379,943	527,787
Plymouth Total	6,100	4,250	5,004	11,526	173,258	273,877
Horizon	3,200	3,300	2,989	6,611	102,666	105,914
Reliant	2,900	850	2,015	4,915	1,243	158,376
Volare	.....	.....	.....	.....	51,740	.....
Caravelle	.....	100	.....	.....	4,298	2,139
Gran Fury	.....	.....	.....	.....	13,311	7,448
Chrysler Total	.....	1,200	.....	.....	50,719	22,098
LeBaron	.....	1,200	.....	.....	39,203	17,236
Chrysler	.....	.....	.....	.....	11,516	4,862
Dodge Total	4,200	4,100	4,585	10,091	155,966	231,812
Omni	2,500	2,750	2,627	6,433	88,341	91,614
Aspen	.....	.....	.....	.....	36,899	.....
Aries	1,700	750	1,958	3,658	1,030	123,872
Diplomat	.....	600	.....	.....	18,972	12,644
St. Regis	.....	.....	.....	.....	10,724	3,682
FORD MOTOR	31,521	15,439	24,658	66,195	783,143	904,002
Ford Division	21,665	9,265	17,061	45,220	571,091	617,731
Escort	7,998	1,054	7,087	17,896	1,573	231,264
Pinto	.....	.....	.....	.....	68,179	.....
Fairmont	3,566	.....	3,642	7,208	154,556	129,410
Must./Must. II	4,290	3,179	3,237	11,210	157,071	112,494
Granada	3,660	1,075	890	4,550	52,047	56,718
Thunderbird	2,151	2,277	2,205	4,356	79,660	46,959
Ford	.....	1,680	.....	.....	58,005	40,886
L-M Division	9,856	6,174	7,597	20,975	212,052	286,271
Mercury Total	8,980	4,516	6,783	19,285	187,778	248,284
Bobcat	.....	.....	.....	.....	12,445	.....
Lynx	2,938	312	2,440	6,455	451	80,742
Capri	1,092	982	819	3,042	46,283	38,678
Zephyr	1,033	.....	978	2,011	50,129	39,329
Cougar/Monarch	1,569	.....	356	1,925	16,409	28,619
XR-7	1,075	2,232	1,060	2,135	28,528	20,986
Mercury	1,273	990	1,130	3,717	33,533	39,930
Lincoln Total	876	1,658	814	1,690	24,274	37,987
Continental ('82)	56	.....	.....	56	.....	56
Lincoln	414	747	374	788	9,805	18,487
Mark VI	406	911	440	846	12,608	19,444
Versailles	.....	.....	.....	.....	1,861	.....
GENERAL MOTORS	59,053	62,821	58,016	168,235	2,686,295	2,754,901
Buick Division	14,745	9,295	20,454	48,923	514,895	596,644
Skylark	5,705	3,555	5,882	18,118	147,849	181,692
Skyhawk J	.....	.....	.....	.....	.....	.....
Century	.....	1,668	.....	.....	110,518	86,881
Regal	5,480	1,932	11,117	20,584	133,153	174,074
Buick	3,318	2,016	3,455	9,979	95,488	107,964
Riviera	242	124	.....	242	27,887	46,033
Cadillac Division	1,136	1,370	1,038	3,409	126,125	174,837
Cimarron	1,025	.....	1,038	3,298	.....	12,275
Seville	25	.....	.....	25	21,265	15,941
Eldorado	86	.....	.....	86	33,224	40,160
Cadillac	.....	1,370	.....	.....	71,636	106,461
Chevrolet Division	24,102	35,640	22,042	70,082	1,158,308	1,031,741
Chevette	7,400	13,925	5,971	20,801	312,807	233,539
Cavalier	5,300	.....	4,282	14,275	.....	59,686
Monza ('80)	.....	3,050	.....	.....	112,439	.....
Camaro	.....	860	.....	.....	80,625	87,694
Citation	5,850	13,485	4,654	16,371	316,613	244,474
Malibu	2,859	915	1,155	4,354	168,674	167,148
Monte Carlo	2,053	205	807	2,998	60,896	95,274
Chevrolet	.....	2,400	4,675	9,485	77,273	122,590
Corvette	640	800	498	1,798	28,981	21,336
Oldsmobile Division	9,669	7,635	6,319	20,335	507,219	594,346
Omega	3,075	1,828	2,538	9,403	78,189	107,288
Cutlass	3,622	2,200	2,927	6,549	258,492	279,000
Oldsmobile	2,865	3,540	854	4,276	145,355	178,204
Toronado	107	67	.....	107	25,183	29,854
Pontiac Division	9,401	8,881	8,163	25,486	379,748	357,333
Acadian†	200	255	360	787	14,874	14,667
J2000	3,040	.....	3,427	9,762	.....	42,677
Sunbird ('80)	.....	3,350	.....	.....	100,320	.....
T1000	2,365	.....	2,286	6,714	.....	54,806
Firebird	.....	581	.....	.....	52,272	43,468
Phoenix	1,835	1,060	1,974	5,806	96,224	78,322
Grand Prix	915	2,350	.....	915	39,864	70,142
LeMans	.....	1,285	.....	.....	37,030	42,027
Pontiac	.....	.....	2	342	39,164	10,064
Bonneville G ('82)	1,046	.....	114	1,160	.....	1,160
VOLKSWAGEN	376	4,375	347	4,465	138,838	114,946
CHECKER	25*	85*	25*	75*	1,829	1,469*
Total Cars, U. S.	104,425	96,556	95,785	270,037	4,100,498	4,389,527

CANADIAN CAR PRODUCTION

	Week Ended Aug. 22, 1981	Week Ended Aug. 23, 1980	Week Ended Aug. 15, 1981	Aug. to Date	Jan. 1 to Aug. 23, 1980	Jan. 1 to Aug. 22, 1981
AMERICAN MOTORS	840	.....	.....	840	.....	21,619
CHRYSLER CORP.	2,216	2,096	1,380	3,792	43,086	33,724
FORD MOTOR	6,162	5,600	6,302	14,151	165,881	148,539
GENERAL MOTORS	2,824	2,592	584	6,010	317,676	338,001
VOLVO	.....	.....	.....	.....	6,378	6,555
Total Cars, Canada	12,042	10,288	8,266	24,793	533,021	548,438
N. American Cars	116,467	89,659	104,051	294,830	4,613,031	4,937,965
N. American Trucks	33,639	32,850	32,836	83,241	1,325,540	1,457,848
North American Cars and Trucks	150,106	122,509	136,887	378,071	5,938,571	6,395,813

†—All Acadians and Caravelles are built for sale in Canada. *—Estimated.